

Message Text

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21

ORIGIN NEA-10

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DRAFTED BY NEA/IRN:B.B.MORTON:MP

APPROVED BY NEA/IRN:C.W. NAAS

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FM SECSTATE WASHDC

TO AMEMBASSY TEHRAN

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E.O. 11652:

TAGS: BEXP, IR

SUBJECT: AMERICAN MEDICORP

REF: TEHRAN 12549

1. SENIOR OFFICIAL OF MEDICORP CALLED ON DEPARTMENT FEB 3 TO DISCUSS PROBLEM FIRM IS HAVING IN OBTAINING PAYMENT OF DOLS 2.15 MILLION FOR WORK IT HAS ALREADY PERFORMED FOR MOH. SINCE REFTTEL PREPARED, MOH HAS RAISED COST PER BED IT'S WILLING TO PAY TO A FIGURE MEDICORP BELIEVES IS REALISTIC FOR A DESIGN MORE AUSTERE THAN ORIGINALLY SPECIFIED AND HAS INQUIRED WHETHER FIRM IS INTERESTED IN TAKING ON AN ADDITIONAL 1,000 BED CONTRACT. MEDICORP IS TAKING POSITION THAT IT WILL NOT PROVIDE MOH WITH PROPOSALS FOR MORE AUSTERE DESIGN OR RESPOND TO INQUIRY ON ADDITIONAL 1,000 BED CONTRACT UNTIL IT RECEIVES PAYMENT FOR WORK ALREADY DONE.

2. MEDICORP FEELS COMPLETELY FRUSTRATED IN DEALINGS WITH MINISTRY OF HEALTH AND IS WONDERING WHETHER APPROACH TO COMMERCE MINISTER MAHDAVI, WHO WAS INSTRUMENTAL IN CUTTING RED TAPE ON AWARD OF ORIGINAL CONTRACT TO MEDICORP WOULD BE HELPFUL. FIRM IS WILLING TO SEND SENIOR EXECU-
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TIVE TO TALK WITH MAHDAVI IF EMBASSY BELIEVES THAT WOULD

BE USEFUL.

3. MEDICORP REQUESTS WHATEVER ASSISTANCE EMBASSY CAN OFFER
IN RESOLVING PROBLEM WITH MOH, POSSIBLY THROUGH APPROACH
TO OTHER PARTS OF GOVERNMENT OF IRAN. IT UNDERSTANDS
THAT BRITISH AND FRENCH FIRMS INVOLVED IN HOSPITAL PRO-
JECT ARE HAVING SIMILAR PROBLEMS. KISSINGER

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